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Vol. V

NOVEMBER, 1924

No. 10



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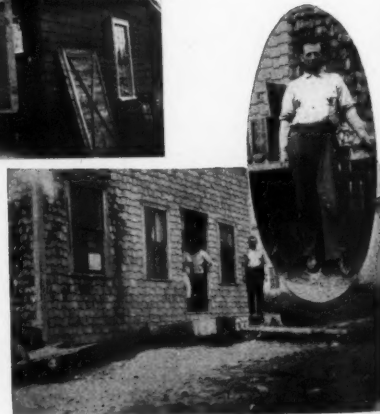
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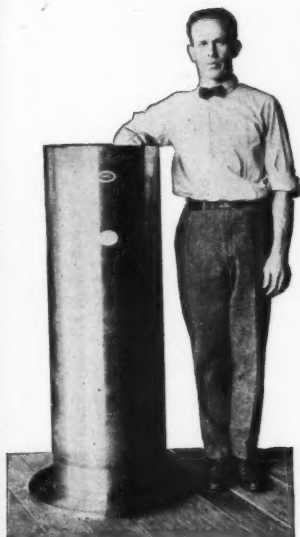
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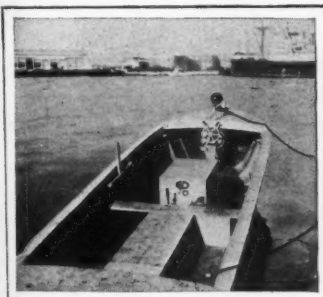
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No. 51—W. R. Munson



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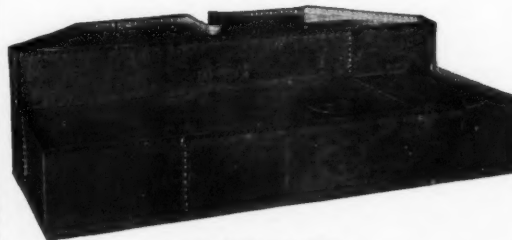
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Our first care is that its pages be readable, for we believe that matters of human interest and practical vocational help are more to be desired by our readers than stereotyped "trade notes" and dry-as-dust statistical matter.

We want it to be regarded as a steady and reliable source of information, profit and entertainment by that vast army of 150,000 workfolk which constitutes our field.

Atlantic Fisherman

A "FARM" JOURNAL FOR THE
HARVESTERS OF THE SEA

Vol. V. NOVEMBER, 1924 No. 10

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Success of Plan Up to Members

THE chief topic of conversation these days among fishermen is the new cooperative association. The idea seems to be well received by most folks, but many are puzzled as to just how the business is to be run. Being practical men, they are reluctant about tying up with the new outfit until they know more about its workings.

In order to set our readers right in regard to the plan, we have called upon Mr. Aaron Sapiro, the man back of the movement, to answer some of the natural questions that arise in all our minds. These questions and answers will be found elsewhere in this issue.

It is safe to assume that the underlying principles of cooperative marketing are fundamentally sound. For proof we have only to look at other industries which have prospered under the plan. It does not seem reasonable that the peculiarities of the fish market, or the perishableness of the product, would present serious obstacles in the practical application of the cooperative marketing idea to the fish business, for, after all, the actual process of distribution will be substantially the same as that being done by the big producing companies today.

Assuming that the plan is all right in theory, the successful operation of it would seem to depend on (1) the members sticking together, (2) the selection of competent executives, (3) keeping down operating costs, (4) the adoption of a policy that would place chief emphasis on the creation of new and the expanding of present markets, rather than on the control of the present market.

The matter of members sticking together seems to be well taken care of by the iron clad contract each member signs. Still there may be times when the enemies of the association, in an effort to create dissension in the ranks, will offer artificial inducements to members which a man may find difficult to refuse.

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The selection of competent executives is, of course, of tremendous importance. But since each member has a voice in such selection, it seems likely that the very best men available will be chosen. Furthermore, the association will be able to compete successfully for the services of such men against the private concern.

Operating costs—another important factor—can only be kept down by sound management—management which is controlled by the members.

Organized effort for the creation of new and greater markets would of itself justify the existence of an association. We must sell our fish. Fish has not been sold since Mr. Hoover sold it during war-time. Today fish is bought; not sold. Millions of folks who live a bit inland are waiting for good ocean fish if we can assure them it is strictly fresh. Millions more can be made regular fish eaters if we make the proper appeal to them—an appeal to their appetite, their health and their pocketbook. There's where the salvation of the fishing industry lies. It is not difficult—not nearly so difficult as the popularizing of a luxury food product.

You fishermen have a wonderful opportunity before you. Stick together through thick and thin, choose the best executives obtainable, keep down operating costs by avoiding false steps, set for yourselves sound economic selling policies, and you'll put the old industry up near the top where it belongs.

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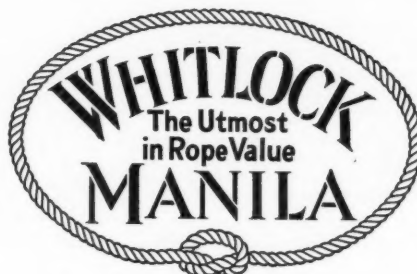
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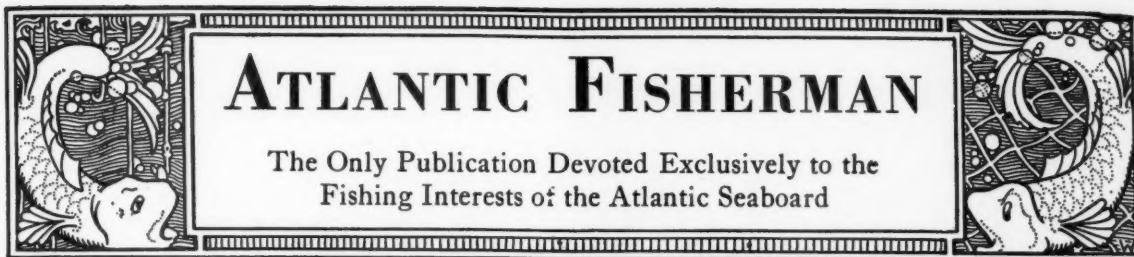
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ATLANTIC FISHERMAN

The Only Publication Devoted Exclusively to the
Fishing Interests of the Atlantic Seaboard

Vol. V

BOSTON, MASS., NOVEMBER, 1924

No. 10

Some Points Concerning the Sapiro Cooperative Plan

By AARON SAPIRO

Q. Who can belong to the Fishermen's Cooperative?

A. Only those who catch fish, whether as skipper or fisherman, and whether working on a share or lay system or otherwise. The person joining becomes a member of the association of producing fishermen, known as the Fishermen's Union.

Q. Why should the fishermen join the union?

A. Because by Section 6 of the Clayton Act (the amendment to the Federal Anti-Trust Act) only associated producers, such as unions and farmer organizations, can operate cooperatively without undue legal restrictions. Unions are specifically made exempt from monopoly prosecution even though 100% organization is achieved. The new association, as a union, will have a measure of protection and a freedom of operation not afforded an ordinary organization.

A union, like all other human institutions, is bad when unreasonable. But when its purpose is to operate as a public economic benefactor, then it becomes a power for good.

Q. What kind of organization is the cooperative selling association to be?

A. A strictly cooperative business organization for the one and only purpose of selling the fish of its members. It will not control or have anything to do with production operations. There is to be no turning over or binding over of vessels or other property to the cooperative. Vessel owners and fishermen can both fish or stop fishing when, where and how they will. Only the fish caught must be delivered over to the "coop" for purpose of sale.

The cooperative deals with nothing but the fish caught. Therefore, substantially the only obligation the member assumes is to deliver to his own selling organization the fish that he has caught.

Q. What is its motto?

A. "Organized For Business."

Q. What does that mean?

A. That it is not a social or fraternal order; that it is to have no concern with politics; that it is organized for conducting a fish selling business.

Q. Who will control the cooperative?

A. A Board of eleven Directors, six of whom shall be skippers and five fishermen. The skippers are given more power because of their greater responsibility. These directors are appointed by the Secretary of the Union, subject to the approval of the Executive Board. The Secretary and Executive Board are elected annually, thereby giving the members real and democratic power to run the organization.

Q. Who will manage and run the cooperative?

A. The best business men and fish experts money can buy. Cheap pay means cheap men. The union officials are not salesmen nor advertising men, etc., and nobody knows it better than the officials.

Therefore they will demand that high grade business experts be hired to run the cooperative. The cooperative is not out to give any one a soft job, despite what those hostile to the fishermen are whispering.

Q. How are vessel owners represented?

A. To the Board of Directors there is added a Joint Supervisory Board of nine, four from the producers, fishermen and captains, three from the owners and two from the public,—one to be appointed by the Governor of Massachusetts, the other by the U. S. Secretary of Commerce.

Hence a captain who owns a vessel can vote both for the Board of Directors and the vessel-owner group on the Supervisory Board, which Board has supervision of business policy and appointment of managers selected by the Board of Directors.

Today vessel owners have no say in the determination of the price. They take what they get. By the cooperative, the owners, because their skippers really control, will have a practical say as to the value of the fish.

Q. Has cooperative marketing been tried anywhere else?

(Continued on Page 12)

Fishing Notes From Maine

By "THE FISHERMEN'S DOCTOR"

IN general affairs are very quiet at present with the fishermen. There is very little handlining, and practically no trawling from any of the harbors. But the lobstermen keep everlastingly at it, bringing in only small catches of lobsters. However, nearly all report having had a good harvest in September, with a gradual falling off in the yield. The price of lobsters at the smacks has been twenty cents and is now twenty-five. Several at Old Harbor and Minturn have been carrying their catches. All the fishermen are stocked up with bait for the rest of the season.

Interviewing fishermen in various harbors, I find them all much interested in proposed and attempted fishery legislation, and all of them a unit in opposing any attempt to change the present lobster laws. All of them, too, are interested in the biennial report of Director H. D. Crie of the Sea and Shore Fisheries Commission, and almost all look with favor on the efforts and accomplishments of the commission. About every fisherman thinks that Mr. Crie has done a great deal of good for the sea and shore fisheries.

In the controversy engendered by the proposed attempt on the part of York County fishermen to secure a nine-inch lobster law, fishermen from other sections express themselves freely. While they deplore any state or county borderline discrimination against any one set of lobstermen and want all to have a fair show, they feel that it is very wrong to destroy the lobster industry to the harm of all, in an effort to benefit a few for a short time.

As one representative fisherman expresses himself, and the majority feel as he does: "This fall, notably September, has been our harvest time—the first harvest since the determined enforcement of the lobster laws of the State of Maine. To be sure it was no great harvest, but it was enough to show the value of the present lobster laws. If the fishermen will be patient, and as a rule they have been, they will without doubt have a harvest next year that will last longer. After this year, if they make any change in the present laws, it will take a full year, at the least, to put us back in as good a situation as we were in a year ago. One more year of non-enforcement of the laws, or any change in the present laws, and the lobster industry can never recover. Down here, east of Rockland, where we have obeyed the laws, the dealers must see the value of the present laws, properly enforced."

Another fisherman, relative to the argument that the law will have to be changed for York County anyway, because of the proximity to Massachusetts with its nine-inch law which forces York County fishermen to sell nine-inch lobsters to overcome commercial discrimination, expresses himself this way: "How can men go into the com-

mittee rooms at Augusta and state that they have wilfully violated the Maine State laws—that they have sold every nine-inch lobster they could find? Where is the Department of Justice that it hasn't dropped down on them?"

Another fisherman wants his views, which follow, made public: "Keep the present lobster law, by all means. Any serious change will ruin the industry. The Fisheries Commission ought to have enough money appropriated for its use to carry on and enforce the present laws. The weakest point in the enforcement is the lack of a sufficient appropriation by the state. There is one smackman who visits Atlantic who buys the seed lobsters picked up by local fishermen, and pays the market price. He carries them to the nearest warden, gets his money back together with his commission, and then, after they are punched by the warden, brings them back and liberates them in the waters from which they are taken. It is evident that such a practice protects the industry. But all the smackmen do not do this. Uniformity in lobster measurement all along the coast in all states would go a good ways to relieve the complaint of the York County fishermen. If Massachusetts would measure lobsters by the 4¾-inch law, the carapace measurement, all would be well. Not every 4¾-inch body makes a nine-inch over-all length, and vice versa. I caught two lobsters in the same trap. Apparently they were both of the same size. One wasn't a count by the Maine law; it lacked ¼ inch. The other was a count for it exceeded the legal minimum by ½ inch. But each in total length was nine inches.

The Maine fishermen read and discussed with much interest the article in the October Atlantic Fisherman, entitled, "Mr. Sapiro Tackles the Job that Can't Be Done." They are much interested in co-operative fish marketing.

The weirmen now are very anxious to sell herring for bait at 30 cents per bushel. That is some change from \$1.25 and \$1.00 per bushel. The sardine packers are practically all through with herring for the season. Weirman who wouldn't look at lobster fishermen during the canning season, now look to the fishermen for salvation. Perhaps some of them now wish they had lent an ear to the fishermen in need of bait earlier in the season.

Anent Mr. Crie's report on the clam industry and the rapid decrease in the production of clams, there is one argument which we have not yet seen uncovered. If the digging of clams for the clam canning factories be stopped during the time when clams exposed to the air would freeze, the supply of clams would not be so greatly reduced. Where clams are dug in quantities for the factories, the small and growing ones are left exposed to the cold for five or six hours, during the tide, and they freeze. Thus millions of future, marketable clams are killed needlessly.

(Continued on Page 10)

PICKED UP ALONG THE SHORE

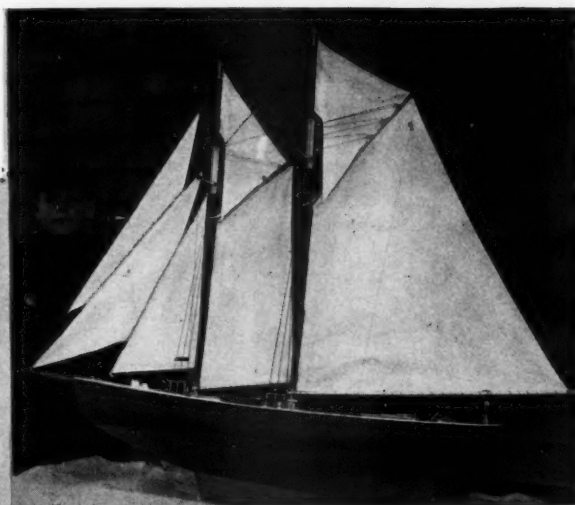


Upper Left—The big demand for Thanksgiving and Christmas oysters keeps these boys busy dredging on Delaware Bay.

Middle Left—A hustling bunch of craft at this season of the year. A portion of the oyster fleet at Bivalve, New Jersey.

Lower Left—Here's a couple of skippers baiting their own trawl. 2500 hooks a day each is a good day's work.

Upper Right—The present demand for ship models keeps many old-timers busy. Captain Guy Sullivan built this



model of the Champion Bluenose. That's his grandson in the picture.

Middle Right—Steamer Bodwell, upon which the island fishermen of Maine depended for freight and mail, hard and fast on a ledge. Looks like a goner in picture, but the Snow Marine people of Rockland salvaged her hull.

Lower Right—Modern Redman adopts Paleface motorboat. All in picture are Indians of the Passamaquoddy Tribe. This is Chief Joe Socobasion's 35-foot fishing boat.

Morse Yards Busy

Never before, except at war-time, have the boatyards of Maine been so busy at this season of the year as at present. The demand for fishing boats is especially heavy, the orders coming from all sections of the coast.

At the yard of C. A. Morse & Son, Thomaston, Maine, there was launched on November 3 the 66-foot fisherman "Venture" which is now having a 60 h. p. "C-O" engine installed. She will also take Hathaway hoisting gear. The Venture is a sloop and was built for William Westerbeke of Sayville, Long Island.

On October 7 the Morse people completed the 60 foot fisherman "Phyllis J." for Captain Samuel E. Jackson, of Nantucket, who will sail her. She is also a sloop with a 45 h. p. "C-O" engine.

In the shop they have the 62-foot fisherman "Mildred M. Foley," a schooner owned by the Hathaway Machinery Company of New Bedford. She will be equipped with a 60 h. p. "C-O" and Hathaway hoisting gear. Captain Foley will sail her.

There is another fisherman in frame for the Hathaway Machinery Company, to be sailed by Captain Williams. She is a 66-foot schooner and will be equipped with a 60 h. p. "C-O" engine and Hathaway hoisting gear.

Several contracts are also held by the Morse yard for yachts from the designs of John S. Alden, to be built for him.

New Boat for Ambrose

Mr. Frank Jesse, boatbuilder of Plymouth, Mass., is now constructing a fishing boat for Joseph Ambrose which will be used out of Boston.

The length of the boat is 52 feet 4 inches; beam 14 feet; depth of hold, 5 feet. She is to be solidly constructed of oak and Georgia pine. She will take a 45 h. p. Fairbanks-Morse "C-O" engine.

Japanese Halibut to Seattle

Japanese interests are planning to make an initial shipment of halibut shortly to the American market, according to a report just received in the Department of Commerce from American Trade Commissioner Calder, Tokyo. Halibut is caught principally in the Nemuro Strait at the north-eastern corner of Hokkaido, the large Northern Island of Japan. The fish, it is said, compare favorably in size and quality with the product now on the American market. A Japanese fishing company with cold storage facilities near the fishing grounds and cold storage ships plans soon to make a trial shipment of approximately 60 tons of halibut to Seattle.

A Japanese business man for many years engaged as a dealer in Puget Sound fisheries products at Seattle and Vancouver, has just returned to Japan bringing with him samples of frozen halibut, and partially or wholly prepared fish such as kippered salmon, and herring and smoked herring,

with the idea of promoting the business of preparing these fish in Japan in conformity with the demands of the American market, and of engaging in their export to the United States and to other countries.

Fishing Notes From Maine

(Continued from Page 8)

If the "Iron Splitter," or the "Iron Chink," so called, does the work of sixty to seventy-five men in splitting and dressing fish for the fishermen of France, England and Scandinavia, as says the Scientific American, why don't we see them in use on the North Atlantic coast?

We read with interest that the fishermen of Boston and Gloucester are organizing, with 1100 already signed up and with 1800 members as the first objective. If the 18,000 lobster fishermen will organize and hold to it, we can get all that is needful for the fisheries of the Atlantic coast. The fishermen, organized, will be a powerful influence. "Divided we fall; United we stand."

George Wright, at Vinalhaven, has a new, thirty foot power boat equipped with a 4 cycle, 12 H. P. Palmer engine and a five horse-power Mianus which will be used for lobster fishing.

After finishing a large pack of clams and blueberries, Fred Thorndike has sold his interest in the Sargentville canning factory to Henry G. and Percy G. Sargent, closing his connection with the business.

Clarence Smith, an Atlantic fisherman, has moved his household, and fishing gear from Atlantic to Bernard and is now active in the lobster fishery.

The Deep Sea Fisheries of Rockland are yet calling for more fish skimmers and cutters.

Fishermen motor-boat owners along the coast continue to receive notice of heavy fines for technical violations of the Navigation Laws for motor-boats. In this regard the following fishermen's query comes to mind: When and where, and under what conditions do we have to use a foghorn on a motor-driven boat? All motor or steam-driven boats are supposed to use whistles when under way, and a bell when at anchor, according to established code. Foghorns are supposed to be used by sail-propelled boats only. Such sailing vessels have to use different signals for different tacks, or running free with the wind. An Atlantic fisherman, who is a coastwise pilot licensed from Cape Hatteras to the Gulf of St. Lawrence, says that when he hears a foghorn in thick weather, he always takes it to be from a sail-driven vessel. Men running motorboats would not dare use a foghorn in thick weather for fear of being mistaken for a sailing vessel. Yet if a motorboat does not carry a foghorn the owner is fined \$100. One navigator's judgment is that the rule prescribing a foghorn on a motorboat was intended for an auxiliary motorboat when it is under sail. What are the rights of the matter?

Who's Who Among the Skippers

By CAPTAIN CHARLTON L. SMITH

HEARTS of oak seldom seem to fit well in the narrow grooves of retirement. The veteran sea-dog, who has achieved fame and fortune on the ocean, is apt to find that his well-earned rest is irksome—he feels as though he were a hulk adrift in the trough of the sea. At any rate, that's the way retiring affected Captain Charles W. Rudolph, whose home is at Lockeport, Nova Scotia.

This bronzed, vigorous man with the kindly bearing, and the smile that, it seems, will never wear away, was born seventy-two years ago at Shelburne, in the same Canadian province that is now his home. But most of his sea-faring was in vessels owned in the United States. In fact, he fished out of Beverly, Massachusetts, at the tender age of thirteen.

The D. J. Kilham was his first vessel, followed by the Daniel Marcy, an extremely large and fine looking craft which the writer remembers well. She and the Augusta E. Herrick were about the largest fishermen ever built.

Next we learn of the lad marrying at the age of nineteen, then becoming one of the crew of the Ada Babson out of Gloucester town. From the Babson he joined the Mabel Woolford and from her the D. A. Putnam. The Hereford was the last vessel in which he sailed as a hand.

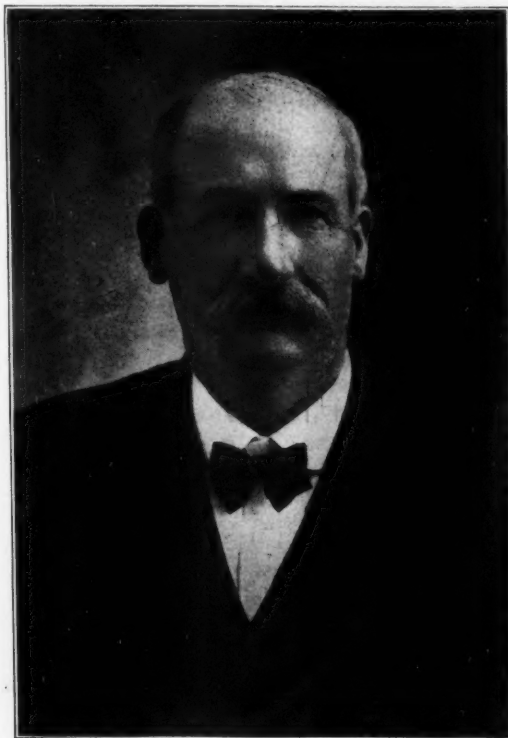
The almost uncanny knowledge of halibutting which the young Rudolph had acquired was now recognized by the vessel owners. A fine schooner was built expressly for him to command. She was called the Alice Lawson and was lost (but not by skipper Rudolph) some twenty years ago.

The fine, large, clipper schooner John J. Flaherty was also built for Captain Charles, and he sailed her for many years. The Arabia was another of his commands. But the crowning honor of his long fishing career was when Captain "Love" Hines, of Yarmouth, picked him for skipper of his Mabel D. Hines. In this vessel the captain brought home his last fare of fish.

With a record of forty years as master of American and Canadian fishing vessels and of never having lost a man, Captain Charles W. Rudolph settled down to rest at his Lockeport home. That was a few years ago, however. Since then he has become restless and has gone into real service again, but this time it is not at the great fishing game—he is captain of a barge over at New York.

This wonderfully active and sweet-tempered old son of the sea was married twice and had four children from the first venture and six from the second.

Captain Clayton Morrissey, of the Henry Ford, told the writer that Mrs. Morrissey was one of Captain Rudolph's daughters. But, apart from



CAPTAIN CHARLES W. RUDOLPH

that, he considered Captain Rudolph a most successful man who, though he had devoted much of his time to carrying frozen herring from Labrador and Newfoundland, was one of the smartest salt bank masters he had ever known.

Now that is praise indeed, for we are all of us aware that Captain Clayt has a most enviable record in that line himself. It is a pleasure and an honor to know these masters of the sea. Where can we find better representatives of their arduous calling than Captain Clayton Morrissey of Gloucester and his father-in-law, Captain Charles W. Rudolph of Lockeport, N. S. and New York?

Valor of Capt. Grinnell Recognized

For valorous assistance rendered the Coast Guard Cutter Acushnet on August 26, the day of the big storm, Captain C. R. Grinnell of Woods Hole, Mass., has received a splendid letter of appreciation from the commanding officer of the Coast Guard Service at Washington.

Captain Grinnell made three different trips through the heavy seas on that memorable day saving two boats and three people. Many times, during these rescues, the brave skipper came perilously near being swamped.

Points Concerning Sapiro Plan

(Continued from Page 7)

A. Before the almond growers in California were organized as a cooperative marketing association, the growers received 8 cents per pound, and the consumers paid 35 cents per pound for almonds. After organizing the producer received 17 cents per pound and the consumer still paid 35 cents. The raisin growers of California boosted the price from 1½ cents a pound to 12 cents a pound, and the housewife is paying not much more than formerly.

You have all heard of Sunkist oranges and Sun-sweet prunes. California growers are the originators of the commodity marketing associations in this country, adopting the plan so phenomenally successful in Denmark. It is noteworthy that when the deflation crash struck American agriculture in 1919, the California farmer suffered least of all. While the average American farmer was ruined, over eighty per cent of the farmers of California made some profit in 1919 and 1920. At that time giant cooperative marketing units were selling twenty-eight different types of farm products. The organization of the cotton states has raised the price of cotton to where it is profitable. The organization of the tobacco growers raised the price to the producer to where it is more than three times what it was before organization. Now the wheat growers of this country and Canada are organizing on those identical successful lines. Ask the Maine potato grower and the Cape Cod cranberry grower whether it is good.

Q. *Why is it necessary to have a five-year contract?*

A. For a number of excellent reasons. First, to assure that all of the members will stick. Second, to assure the organization that it will have a definite volume of fish to sell, which will give it an opportunity to contract with the best and most select buyers. Third, the industry is so badly disorganized that it will not pay to go into an organization of this sort except for at least five years, so that the amount of business done will reduce the overhead expenses in putting it on an efficient business-like basis. Fourth, that good fish salesmen, advertising men, traffic men and necessary employees cannot be hired for just one year, and must be assured more permanent jobs, at least as good as they have at present. A fifth and very important reason is, that bankers will not finance an organization that is in business for only a short time. Sixth, that a five year contract will prevent members from leaving the organization when tempted by artificially high prices, used by outside and hostile interests who wish to break up the organization. A seventh reason is, that it takes time in which to finance a real merchandising and advertising program.

Q. *What is the "coop" for?*

A. To stabilize the marketing of fish; to market orderly; to eliminate speculation and waste in

marketing; to grade and then guarantee those grades; to reduce useless and unnecessary costs in distribution; to pool its product by grade, variety and quality; to increase the market and expand the market for New England fish, and to advertise for increased consumption; to enable fishermen through collective action to be as well informed on markets and price conditions as buyers now are; to eliminate cut-throat competition among fishermen; to have the services of the best fish marketing experts; to sell in large lots but gradually and in orderly manner, and then to turn over all returns, less actual operating costs, to the producer.

Q. *To whom will the cooperative sell?*

A. To the dealer distributors and salt-fish houses. The hope is that by advertising and other modern merchandizing practices, such as scientific grading, improvement of quality, etc., the market will be so extended that the dealers will send car load lots to the Mid- and Far-West. Cooperation all along the line should be promoted.

Q. *How will the members be paid?*

A. All reasonable accommodation possible with local practice will be made, whether such latter is sale for cash on delivery as in Boston, or on commission as in New York. Where dealers do not want to handle the catch and the cooperative is compelled to open new markets, members will be paid partly with money borrowed from banks and partly from proceeds of sales. These latter proceeds, because of the stabilization of prices and the skilled management, should mean a bonus over the returns now received. Such has been the history of other cooperative associations.

Q. *What is pooling?*

A. Pooling means that the fish of each member is mingled with other fish of like grade, and each member receives the same price for a given quantity. Second, sales because of "fake" and uncalled for condemnations and undergrading, are to be eliminated. For instance, if X fetches in 40,000 pounds of haddock, Y, 60,000 pounds and Z, 100,000 pounds, and if 200,000 pounds are sold at 4 cents a pound, X will receive \$1600, Y, \$2400 and Z, \$4000, minus expenses. The cooperative as an association makes no profit; all the profit goes to the fishermen and vessel owner.

Q. *Why is pooling necessary?*

A. Just as long as the fisherman exercises his right to say when he shall sell, he is in harmful competition, not only with his fellow fishermen, but with the markets. No matter how good his judgment, his plan, multiplied many times by the action of others, produces anarchy and destroys prices. This is the cause of glutted markets. It is because of this that some markets are empty, while others are flowing over with fish. To avoid this chaotic and unbusiness-like turmoil, the fishermen and vessel owners must pool their fish through one central organization under their own

(Continued on Page 15)

The Big Gale of Seventy-One

By CHARLES FREEMAN HERRICK

THE outside door came open with a bang, letting in a torrent of rain and a mighty gust of wind. Uncle Gene hurriedly closed it behind him, but not before big pools of water were running across the floor.

"Whew!" he exclaimed, while he removed his oil skin coat and wiped the water from his face. "By thunder, Captain Bill, this is a screecher! Don't know's I ever saw it blow harder'n this in all my life. I thought I'd drop in and see how your anchors were holding. How are you to-night, Cap'n?"

He drew a chair up to the stove, and held his hands out to the warm fire. "Oh, I'm riding it out all right," said Captain Bill, "I've got both anchors ahead now Uncle Gene, and I'm in a pretty good harbor. How do you call this wind?"

"About east," replied Uncle Gene, "or east-by-south, and it's going to keep on blowing until high water; the moon fulls tonight, and it ain't high water until about eleven o'clock; that's as soon as we can look for any change."

"Plenty of time to blow some poor devil onto the rocks," observed Captain Bill. "Do you know, Gene, I always think of the fellow that's caught out on a night like this." He paused a moment to listen to the wind. "There's always sure to be somebody caught in every storm. Did I ever tell you about the big gale of seventy-one?"

Captain Bill replenished the fire, lighted a cigar, after first passing the box to Uncle Gene, and settled himself comfortably in his big chair, preparatory to swapping yarns with his old friend. "Hear that wind!" he exclaimed, as a heavy gust savagely shook the window and screamed around the corner of the house.

"I was in the schooner Amos Cutter," he began, "bound into the bay after a trip of mackerel. It was sometime along about the first of August in '71. We got into Little Canso Harbor just as night came on, and anchored right off the village. It looked kind of smutty, but what little wind there was was about no'th. I guess there were about ten or twelve sail in the harbor when we came in; two or three had full trips and were bound home, several others, like ourselves, were going into the bay.

"There was very little wind during the night, but early in the morning a smart breeze sprang up from the east. The home-bound vessels got under way and made a start; the wind being fair with no indications of any unusual blow. There was the schooner Samuel Crowell, the Royal Arch, and the M. E. Torrey—all bound for home. Then there was the Lola Montez bound for the Grand Banks; she sailed that morning, too. The skippers and crews of these departing schooners sailed with light hearts and high hopes, little suspecting the

approaching danger. But the gods of the sea and the storm had willed it otherwise. Many of these hardy fishermen sailed away that August morning never to return. The Samuel Crowell, the Royal Arch and the Lola Montez were never heard from again. No scrap of news ever reached their families or friends as to how they met their fate.

"The gale struck the M. E. Torrey somewhere off Whitehead; they hauled down all their sails and scudded before the wind and sea, and when the gale was over, they had logged two hundred and fifty miles under bare poles."

"That must have been a hummer!" said uncle Gene. "I knew the M. E. Torrey; she was owned over here to Sedgewick."

"Yes," said Captain Bill, "she was owned by someone over there at that time."

"Was that the gale in which so many fishermen were lost up around Prince Edward's Island?"

"Oh, no," replied Captain Bill, "that was the breeze they called the 'Yankee Gale.' There were more than a score of vessels lost in that storm. It was along the back side of the island, you know; they got caught down in the bend and it got so rough they couldn't work out. There was wreckage and dead bodies strewn all along the shore after that gale was over. The reason they called it the 'Yankee Gale' was because so many of our fishermen were lost. But that's another story, Uncle Gene; I'll tell you that one some other time."

"Well," he went on, "the M. E. Torrey got in all right; they lost their seine boat, but of course that was a small matter. We didn't make a start that morning; maybe that's why I'm here to tell this story," the Captain interrupted himself to remark grimly. "We had water to fill and a few stores to get aboard, and being in a good harbor I thought we'd hang on a while; the glass had been gradually dropping all the morning, and I didn't like the looks of the weather.

"Well, sir, that afternoon about three o'clock it struck in a squall, the wind about east-south-east, and I tell you it started things moving. We were anchored with a brand new nine-inch cable. We payed out fifty fathom, put on plenty of serving to keep the cable from chafing, put extra stops on our sails and made everything fast around the deck. We figured we could ride out any kind of a gale no matter how hard the wind blew.

"Canso harbor is small and almost entirely landlocked. It looked as though we had no cause to worry. But the wind kept breezing, and before dark several of the vessels that were anchored near us had parted their cables or dragged their anchors and had gone ashore. By this time it was blowing a living hurricane. You would hardly

believe it, but it was an absolute impossibility to walk from aft to forward against the wind. The crew rigged life-lines and we used these to pull ourselves along the deck.

"Before dark we let go our second anchor underfoot, and payed out twenty fathoms of chain, thinking that if our cable anchor dragged this would help to hold the schooner. But the holding ground was good, and I guess there was no danger of her dragging the anchor, although we realized that if the gale continued to increase something would have to give—and it did.

"We watched that cable, and it kept stretching out and stretching out. Mind you, Uncle Gene, this was a brand new Manila cable just out of the coil; never been wet before. But it kept stretching, and we watched it anxiously while the wind screamed and whistled through our rigging and threatening us like some living demon.

"Shortly before ten o'clock that night the cable parted with a crash which sounded like the report of a gun; and away we went towards the shore. When the schooner came taut on the chain anchor she snapped the chain like a thread, and we plunged head first onto the shore. Well, there wasn't any sea to speak of, and as we struck on a smooth beach there was very little damage done to the schooner. It was so dark we couldn't see our hands before us, so of course we were unable to determine just what position we were in.

"One of the crew crawled out on the jibboom and in a moment had stepped off on to the grass. Then we all followed, taking hold of hands so that we might keep together, and started up toward the lights of the town. The wind fairly hurled us along. When we arrived in the little village we found all the houses abandoned; several of them had been blown down and laid flat on the ground. When we came to the church we found nearly the entire population of the village gathered inside. We went in and listened to the prayers and supplications offered up by the frenzied folk who evidently thought that the end of the world was at hand. We had scarcely found seats when the church began to move off its foundation, and we realized it was far safer out in the gale; so everybody made a rush for the door.

"Rain had now begun to fall and it was coming down in torrents. The wind continued to blow with hurricane force. We entered the first abandoned house we came to, the windows of which had all been blown in on one side. However, such as it was, it afforded a sort of shelter from the terrible wind and rain. There we made the best of it and remained until daylight.

"At nine o'clock the next morning the storm was over, and we went down to the schooner anxious to see what condition she was in. We found the vessel all intact. She lay high and dry on a smooth beach and, as a matter of fact, we would have been much more comfortable, not to say safer, had we remained aboard all night.

"Every last one of the vessels, which had lain at anchor in Canso harbor, was piled up on the

shore. One of them, a little freighter, went in stern first underneath a building, which sat up on piling, where she wedged securely with the building resting gracefully on her deck. The freighter had knocked the pins out from under the building and it had come down squarely without even breaking a window. But that was only one of the freak things that happened. The church which we had so unceremoniously abandoned, had moved off its foundation and was turned half way around. One end had been entirely blown out.

"There must have been a tidal wave with the gale, for at high tide the water didn't come within ten feet of our schooner's skeg. As it turned out we were up against quite a proposition. We were compelled to build ways and launch the schooner. This operation was rather expensive, but finally we floated her, went into the North Bay and came out with one of the biggest trips of the season. So luck was with us, at any rate, although we might easily have shared the fate of some of the staunch little schooners who were never heard from."

Sardines Displacing Canned Salmon

A curious change of taste has taken place among the Chinese of Penang (Straits Settlements) during the past fourteen months with regard to their consumption of canned foods. A year ago from eight to twelve local import houses were selling several thousand cases of chum salmon every month, remarks American Consul Ford, in a report received by the Department of Commerce. Today not a single case of salmon is imported. A number of instances have come to light where both import houses and small Chinese retail stores, which were caught with comparatively large stocks of salmon on hand have been forced to dispose of it at a loss rather than have it spoil on their shelves.

Salmon owes its lost demand to the sudden and almost universal popularization in this market of canned sardines. This is the large type of fish packed in tomato sauce and is especially relished by the Chinese of Malay and by the Malays of Mohammedan faith.

Whether or not salmon has been permanently replaced by sardines on the local market is difficult to judge, although it is the consensus of opinion among local importers and merchants that the demand for chum salmon will never again approach its former proportions. The commodity is not even stocked by many local merchants.



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LOBSTER NOTES



THE SITUATION

THE lobster catch of Maine, which has been unusually good this fall, is dropping off a little as the season nears its close. Supplies from Grand Manan, since the opening of the season (November 15), have been quite heavy. The Massachusetts catch continues light and is falling off. Prices have held fairly steady.

A continuation of the mild weather will see lobsters fairly plentiful.

Points Concerning Sapiro Plan

(Continued from Page 12)

control and allow that organization to sell the catch of all its members as a whole.

Q. *Is the contract conformable to law?*

A. Yes. Substantially similar contracts have been approved by numerous State Supreme Courts, the Federal Trade Commission, and have been approved by state bankers' associations, the American Bankers Association, the Federal Reserve Board and the War Finance Corporation.

Q. *What type of fishermen are wanted?*

A. Those with intelligence and "guts." The spineless and the weak-kneed sister need not apply.

Q. *What are some other good reasons for organizing a cooperative?*

A. Since all fishermen agree to turn over to one organization all the fish caught, it will be possible to maintain a price standard and to eliminate the unnecessary, unwarranted, un-understandable market fluctuations which hinder the industry today. By turning over all catches to one organization the present practice of cutting each other's throats in selling against each other will be ended. Furthermore, it will prevent the weak or panicky individual from knocking the bottom out of the market—setting a false low price through fear of not selling his fare.

Because the "coop" will increase consumption by advertising, over-production in large part will be eliminated. Dumping of fish, both into the harbor and on the dock will no longer be practiced.

The "coop" will work in closer harmony with the community, exerting a wholesome influence over the movements of the union. Already the union has provided that no strikes occur.

The sole aim is to sell fish for the benefit of all. If vessel owners and dealers do not or will not realize this or will not cooperate, it will have to be said that vision and business imagination are notably absent.

For many years, the dealers have demanded a change in selling methods, and have declared that cooperation is the solution for the present condition. President Fant of the U. S. Fisheries Association, recently so said and urged all immediately to start cooperating.

President Coolidge is with the Union and desires that cooperative marketing of fish soon commence.

In short, as a producer the fisherman must remain an individualist. As a marketer, the fisherman can hope for no success except through cooperative or joint organized selling. Competing as he does with group buying and group finance, to survive he must also *Organize For Business* along the lines of group selling. As long as he remains an individual marketer—or better, a "dumper," the selling end of his business will continue to hold him back.

Q. *If the fisherman will not sign the cooperative contract, what is left for him?*

A. An unwritten contract for life between himself and the present selling system! Which will he choose?

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TO THE SOUTH'ARD



Georgia Puts New Laws in Force

A complete survey of Georgia's fishing industry is being made by the newly-created State Board of Game and Fish prior to putting into operation the new law protecting game, fish and shell-fish in Georgia.

The law, which was patterned after the one enacted several years ago by South Carolina, prohibits foreign fishermen from operating along the Georgia coast, compels local fishermen to take out a license for wholesale fishing, and provides for the protection of the oyster beds and shrimp industry of the state, fast being depleted under the old regulations.

Feeling that nothing could be accomplished without the understanding and cooperation of those engaged in the fishing, shrimp and oyster industries themselves, the Game and Fish commission has very wisely chartered a launch and is visiting every port along the coast where these industries are being carried on.

Among the points visited by the commission will be Savannah, Brunswick, Darien and St. Mary's, where conferences will be held with members of the trade and civic authorities as to the best methods of administering the new law and rebuilding the industry to its former status.

How badly the oyster industry has been depleted, for example, can be shown by the fact that there are, at the present time, more than 100,000 acres of potential oyster beds that have either been stripped or that now lie idle because they have never been properly planted.

The new law provides for supervision of all beds by the state to protect them from unauthorized fishers who often completely destroy them, and to aid owners in replanting beds that have been fished out.

If the law operates effectively, and secures the proper care and cultivation of this property, as is expected, it will provide an annual increase in revenue to the fishing industry of the state of several million dollars.

Backed by the information secured on this survey, with a determination to put the fishing industry in Georgia back on its feet, and with adequate laws covering the fishing industry along the coast, it looks as though the game and fish commission should be able in a few years to make great advances along this line and add millions of dollars in revenue to the people of the state.

To Put Down Florida Fish Pirates

Shellfish Commissioner Hodges of Florida recently appointed Captain Ed Washington as

deputy commissioner in an effort to drive out the fish pirates who have been quite actively operating on the Anclote River and the bayous in and around Tarpon Springs. While Captain Washington's commission gives him supervision over all waters of Florida, he will limit his activities to the troublesome areas.

One of the first moves by the new deputy was the calling of a meeting of all near-by fishermen for the purpose of making clear the present law regulating seining and net fishing. He stressed particularly the points contained in the special act passed by the last legislature which prohibits the catching of fish with seines, gill nets or drag nets in the waters of Pinellas County.

Beaufort Menhaden Fleet Active

The latter part of October reports were received that large schools of menhaden were rounding Cape Hatteras on their way South. The menhaden fleet of Beaufort and other North Carolina ports put out to sea immediately after the schools but at first only small catches were made.

Later, with perfect weather and fish plentiful, good hauls were made.

Body of Captain Abbott Found

The body of Captain William Abbott of Philadelphia was recently found by beachcombers at Chincoteague Island, Virginia. Captain Abbott left Cape May harbor for Florida in a fishing yawl, and was missing three weeks before his body was found.

Captain Abbott was one of the best known fishermen along the New Jersey coast, and his loss was felt keenly by the folks down that way.

A dispatch from Kilmarnock, Virginia, states that Captain George Reed, while channel bass fishing about ten miles north of Assateague Coast Guard Station, found a gasoline boat, about 40 feet long, submerged in the water. The boat was a fairly new one, and bore evidence of having been run down. A line from Captain Reed's boat caught in something under water which later proved to be a wrecked power boat. The boat was equipped with a seven horsepower engine, a few nets, two propellers and other gear. On pulling her up on the beach, the name "Abbott" was found on her stern. Papers aboard the boat gave her number as "3306T." A letter was also found which bore the address of W. W. Abbott, and was sent from 1134 Market Street, Philadelphia.

This is undoubtedly the boat of Captain William Abbott whose body was found on the beach of Chincoteague Island.



Canada to Build New Contender

A GROUP of Halifax merchants voted on November 17 to organize a company to build a fishing schooner which will compete in the elimination races next year when Canada's entry for the international fishermen's races at Gloucester will be chosen.

The Shelburne Shipbuilders, Limited, already have the contract for constructing the new salt banker. She is to be strictly a bona fide fisherman in hull, rig and equipment, but she will be fitted out with everything that goes aboard a smart, modern speed schooner.

Her design will be from the hands of the clever Roue, designer of the Bluenose. Her model is now being given the finishing touches, and work of construction will be started very soon.

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Maine Scallopers Busy

About 25 scallop smacks are now working on the Monroe Island, Maine, scallop beds. The best day's work for a smack thus far has been about 26 gallons. The price has declined from \$4 a gallon to \$3.



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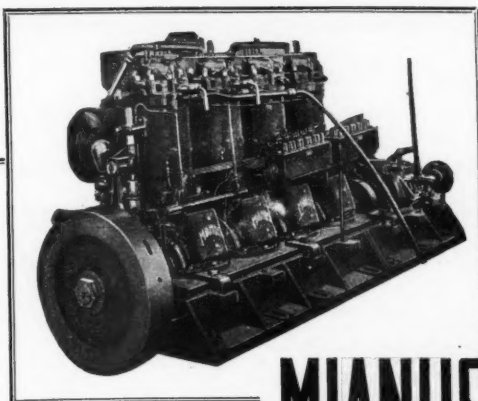
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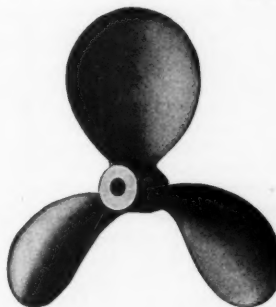
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should convince you that the "HARTFORD" has the staying
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Write today for catalog and full information

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Copper Oleate Preservative

Proven by experience to be the best preserva-
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whether cotton, linen or manila.

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The Shepherd Chemical Co.

CINCINNATI, OHIO

The Fishing Vessel Mart

In answering the following advertisements please address communications to the initials following each item and send care of ATLANTIC FISHERMAN, 100 Boylston Street, Boston, Mass.

FOR SALE

Schooner Little Jennie; length 60 feet over all; beam, 14 feet; draft, 7 feet; powered with 36 h. p. Lathrop engine; two masts, schooner rigged; gross tonnage, 19; net, 18; boat is 18 years old; engine, 5 years. Price, \$5,000. For further particulars write to Charles A. Mayo, 570 Commercial St., Provincetown, Mass.

OTTER TRAWLER FOR SALE

Otter trawler "Kahler," 42 x 14 - 3 - 6; 35 h. p. Palmer engine; equipped for fishing and scalloping; electric lights; everything in first class order. Kasse Zegel, West Sayville, L. I., N. Y. Phone: 4 West Sayville.

SCHOONER WANTED

40 to 50 feet on deck; shallow draft, if possible, not more than 5 feet; center board or keel; fishing model. Must be in A-1 condition. Address W. A. C., Willowbrook Lane, Stamford, Conn.

FISHING SLOOP FOR SALE

Want to sell fishing sloop, 56 feet long; 15½ feet beam; 8 feet draft. Equipped with 24 h. p. Lathrop engine, and hoisting engine. Good sails and boat in good repair in every way. Address F. W. Davis, Monhegan, Maine.

AN UNUSUAL BOAT FOR SALE

A 48-foot auxiliary schooner, 12' beam, 4' 2" draft; exceptionally well built and equipped. Has been used for freighting but could be easily altered for any kind of fishing, or would make fine pleasure craft; no odor of fish. Present power plant, 20 h. p. Palmer, 4-cycle motor, but will stand a 40 h. p. engine.

Dealers in
Duck, Cordage and Marine
Accessories

Makers of
Sails, Awnings, Hammocks
Tents and Covers

United Sail Loft

Railway Ave., Gloucester, Mass.

We take boats directly from the builder and equip them ready for the sea

BOATS OVERHAULED

M. J. COONEY, Manager

Telephone Connection

Boat is 3 years old. Keel, Georgia hard pine, 19" x 5"; locked timbers over keel, 6" x 8", every 5 feet with ¾" x 14" bolts; gray oak ribs, 1½" x 1⅞", clear of knots and cross grain, steamed bent in; planked with 2" white pine stripped. All nails and spikes galvanized. Coppered for ice protection three-quarters of length above and below waterline with sheet copper, nailed with brass nails. All ceiled inside with white pine painted ivory white.

16' hold forward; cabin, 16' long with 6' head room; skylight; 7 plate glass windows, 5/16" thick, 6½" x 14"; wired for electric lights; hoisting deck engine. Sails are one year old of 8 oz. duck, not torn; flush toilet, stove, coal locker, two bunks.

Boat has following equipment: Compass box and compass; 120 lb. anchor with 50 fathom 3" line, new; one 60 lb. galvanized anchor with 40 fathoms new line; running lights, fire extinguishers, life preservers, etc.

Boat built by present owner who has lived aboard her for three years, summer and winter. She is very able, a good sailer and dry. Steers very easy and quick. Boat can be grounded out for inspection to prove she's tight, sound and well built. Owner will make

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Any kind of
FISHING EQUIPMENT
RATES — 5 Lines, \$1.50 Minimum
25 Cents per line for all
over 5 lines
ATLANTIC FISHERMAN, INC.
100 Boylston Street Boston, Mass.

alterations to suit purchaser at 70 cents an hour. Can be seen at Portland or at Sebasco, Maine. Address: H. O.

A BARGAIN FOR SALE

Boat 30 feet long; 10 feet beam; 3½ feet draft; 3-cylinder, 4-cycle 24 h. p. Frisbie engine. Boat 8 years old. Big hold room. Price \$1,200. Address: Edw. Grime, Box 93, Block Island, R. I.

ENGINE FOR SALE

30 h. p. Regal four cycle, four cylinder, heavy duty, jump spark marine engine in new condition. This motor has been run very little. For price apply to C. H. Beal & Sons, Beals, Maine.

And They Say Birds Don't Reason

The habit of sea gulls to carry clams in their talons to a considerable height and drop them on a hard surface to break so that they can feed on

them, nearly proved disastrous to Abe Loche, a former Atlantic City policeman.

Loche was walking along the boardwalk when one of the gulls flew high above him and dropped the clam directly on his head. He fell and had to be carried into a drug store for treatment.



Does Your Boat Leak?

Send for Booklets—"HOW TO MAKE YOUR BOAT LEAKPROOF" and "MARINE GLUE—WHAT TO USE AND HOW TO USE IT." Any old boat so long as the frames are in fair condition can be made water tight by following the instructions in the above booklets. This applies to anything that floats from a dory to a schooner. Put your leak troubles up to us. We will help you to stop them.

JEFFERY'S MARINE GLUE

IN ALL THE
VARIOUS GRADES

For sale by all Ship Chandlers, Fisherman's Supply Houses, Paint, Oil and Marine Hardware Stores.
L. W. FERDINAND & COMPANY, 152 KNEELAND STREET, BOSTON, MASS., U. S. A.

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Our marine railways accommodate boats up to 80 feet.

We build boats of all sizes from dories to bankers.

Engines installed.

Write for an estimate on your requirements.

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Builder and Designer of Commercial and Pleasure Boats

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PORTLAND FISH COMPANY

Distributors of Ocean Products

When in Portland with a trip of fish be sure
 and see us.

Consignments of all kinds solicited.

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Telephones, Forest 6410, 6411

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PORTLAND NET & TWINE CO.

C. A. FRANCIS, Manager

Manufacturers and Dealers in

Seines, Nets, Traps and Weir Twine

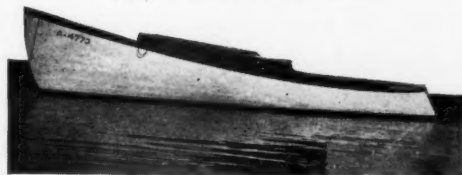
Corks, Leads and Second Hand Netting

End of Widgery Wharf

PORTLAND, MAINE

A. V. ROGERS

JONESPORT, MAINE



Original designer of the famous Jonesport Model, noted for speed with small power. 20 years experience. Equipped to build anything from 10 feet to 75 feet.

Proposes Flounder Draggers' Race

A Nantucketer suggests that a race be arranged between flounder draggers hailing from Gloucester, New Bedford and Nantucket, the vessels to start from port; make drags for so many hours, or until boat has full trip; make for Fulton market; take out fish and return to Nantucket. He proposes to allow the boats to use sail, power and "every damned trick in the trade" to make speed.

(The above suggestion came as this issue was partly in press, too late to permit us to give to it the prominence it deserves. The idea

BOATS-YACHTS

BUILT ON THE LINES OF THE FAMOUS JONESPORT MODELS FROM OWN DESIGN. SPEED AND WORKMANSHIP GUARANTEED.

FOR DETAILS

APPLY TO

WM. FROST

BEALS,

MAINE.



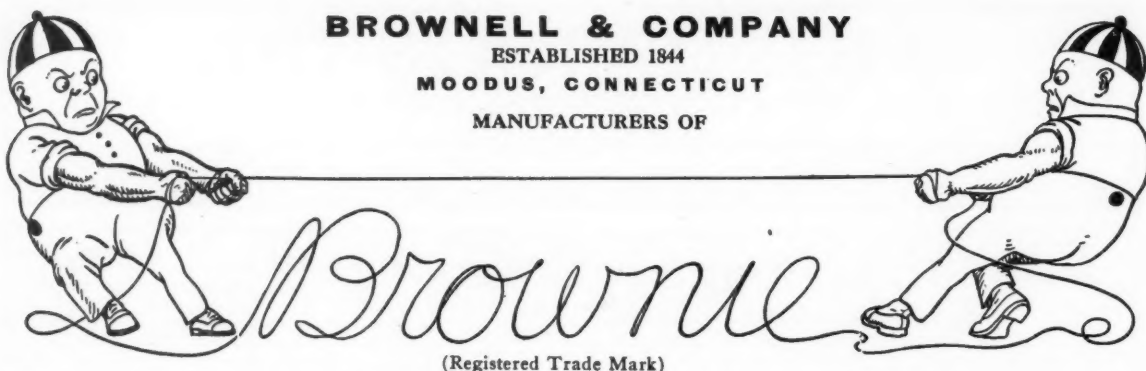
strikes us as being entirely practical, and would do much in the way of favorable publicity for the fish industry. We would welcome further suggestions and opinions.—Ed.)

BROWNELL & COMPANY

ESTABLISHED 1844

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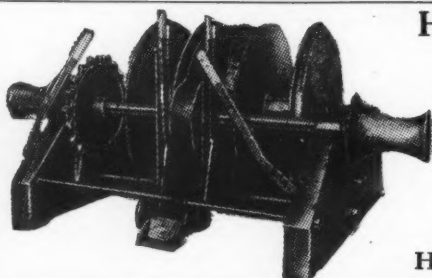
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HATHAWAY MACHINERY COMPANY

New Bedford, Mass.

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All who are interested in the Fried Fish Trade should have a copy of "The Fish Frier and His Trade" by "Chatchip", the expert contributor on the fried fish trade, whose articles appear weekly in "The Fish Trades Gazette".

"The Fish Frier and His Trade" is the only work on the fried fish trade which has ever been published in book form, and is indispensable to everyone connected with this branch of the industry.

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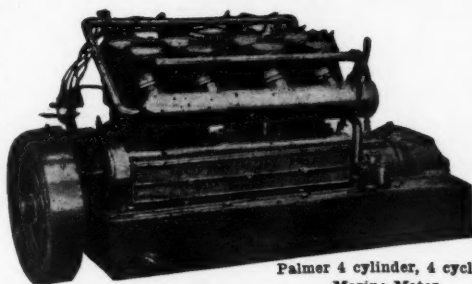
Cables—Finfish-Bilgate, London.

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AN UNFAILING QUALITY

POWER, Speed, Dependability, Durability and Economy are built-in qualities of Palmer Engines. They are strictly high-quality machines, built of the best material obtainable, made in an up-to-date plant and perfected by experienced engineers.

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Palmer 4 cylinder, 4 cycle,
Marine Motor

PALMER Engines are manufactured in three types: two cycle single and double cylinder type, four cycle medium duty type and our heavy duty type. Palmer Engines are manufactured from 2 to 85 horsepower; 1 to 6 cylinders.

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Anti-Corrosive first coat Iron and Steel Bottom Paint
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WOOLSEY'S COPPER OLEATE NET PRESERVATIVE

Easy To Apply — Wears Longer

Lengthens the life of any net and resists fouling.

This material is prepared ready for use and one application will last several months.

By the use of Woolsey's Copper Oleate, it is possible to do away with the old tar barrel and to avoid the mean work that the use of this entails. *Try some and be convinced.*

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VALVE-IN-HEAD
FOUR CYCLE
MARINE ENGINES

A modern Four-Cycle Motor built on years of experience with common sense ideas. A motor which will stand up under the most severe conditions, is easy to repair, very economical on fuel and will deliver 100% service year in and year out. Send for catalog.

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WHAT THE OWNERS SAY

ABOUT THE

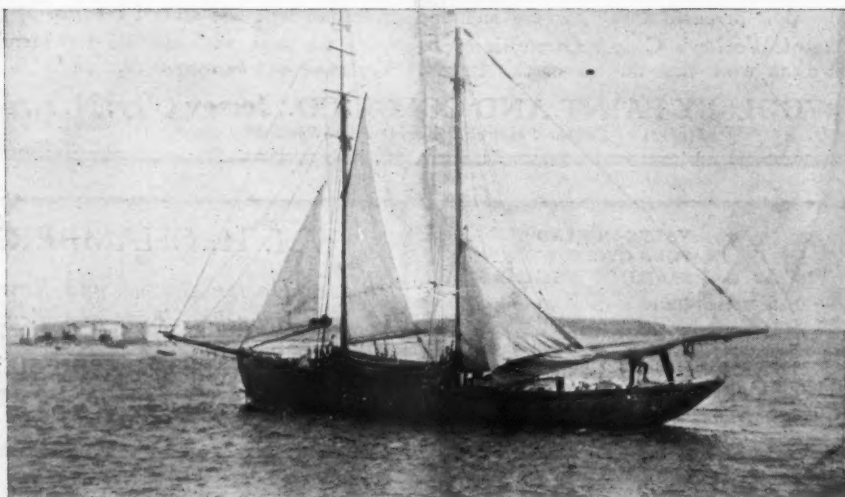
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The "Brunswick Maid" is used as a sardine carrier during the packing season, but in the winter months she takes the place of our large steam packet, operating regular freight and mail service between St. John and Black's Harbour.

For all kinds of work the 45 H. P. Fairbanks-Morse "C-O" engine aboard the "Brunswick Maid" has given perfect satisfaction since the day it was installed. We have found this engine unusually economical on fuel. We are glad to recommend it.

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SARDINE CARRIER "BRUNSWICK MAID", Captain Lewis Holmes.

"C-O" engines, 30 H. P. to 300 H. P., economically use low-priced fuel oils. No trouble-giving parts—easy to start—simple to operate. Automatic governor prevents engine racing in heavy weather. Close speed control gives flexible power essential for fishing. Get full particulars about this better, more economical work boat power.

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